

CURRICULUM VITAE

GIRISH VERMA

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Career Objective

“To work on conducive environment where I can upgrade my knowledge and skills and make a positive contribution to the organization and prove an asset for the same.”

Professional Summary

I have an overall experience of 3.6+ years, which includes Sales, Team Handling, Business Development, Virtual Merchandising, Secondary & Tertiary Sales Handling.

Work Experience

DESIGNATION: Connectivity Sales Lead (Assistant Manager).

1. Connectivity Sales Lead, South Delhi (Jan-2020 to Continue) Reliance Jio Infocomm Ltd.

- To create awareness among Team Member & Channel Partner.
- Develop business strategies to raise our customers pool, expand traffic and optimize profitability.
- Responsible for Growth Channel Business.
- Ensure Stock Management at Retailer Store.
- Deal with all issues that arise from team member or Retailers(complaints, grievances etc).
- Propose innovative ideas to increase market share.
- Ensure high levels of Retailer satisfaction through excellent service.
- To Create New WOD Counter.
- Promoting and Marketing our Business
- Maintain visual merchandising standards.
- Ensure about all VM Displayed as Per Planogram, Board and Branding Material.
- Co-ordinate and align vendor for defective VM and Branding Materials.
- Visit Corporate office as Per Meeting schedule for Meeting & Generate Lead.
- Take approval for Event and advertisement from appropriate Authority.

DESIGNATION: Area Sales Manager (Assistant Manager).

2. Area Sales Manager, Palwal & Gurgaon (Jan-2019 to Dec-2019) Indiabulls Consumer Finance Ltd.

- Responding appropriately to customer questions and comments.
- Attending daily, weekly and monthly targets specified by regional sales manager.
- Create the channel retail partner time to time as when required for the business promotion as per company policy.
- Attending call apart from normal calls.
- Identify gap in a customer's record & the collecting information to fill them in gaps.
- Maintain and updating customer database
- Identifying and exploiting business opportunities with both new and existing customers.
- Handling the 16 Sales officer, which is working in Palwal and Gurgaon Location.

DESIGNATION: Sales Executive A .

3. Sales Executive A, Gurgaon City (Aug-2018 to Jan-2019) Diageo - United Spirits A Diageo Group.

- Managing 80 wine Shops/store, 6 promoters & 4 L1s of Gurgaon city.
- Looking brand's management, brand availability, visibility, brand promotion, managing brand display, Merchandising.
- Achieving target's/revenue brand's wise.
- Daily gate meeting with promoters.
- build relationship with channel partner/ counter sales man also.

Academic Credentials:

<u>Degree</u>	<u>Year</u>	<u>Board/University</u>	<u>Division</u>
MBA	2020	Swami Vivekanand Subharti University	First
B.Com	2017	Manav Bharti University	First
Intermediate	2014	U.P Board	First

Achievements / Certificate:

- Certificate of Achievement by Sunil Dutt President of Reliance Jio for the Best performance is Sunil's day program as on 14th Oct 21.
- Appreciation Certificate by National JC Market head of Reliance Jio (Gaurav Bhateja) for Exemplary Performance achieved JC 28th Oct-20
- Certificate of Achievement by Sunil Dutt President of Reliance Jio for the Exemplary performance of Biggest MNP Contribution Day 14th Oct 2020.
- Certificate of Reliance Jio Dehli Super Star Contest CSL Winner Month of Sep-20.
- Certificate of Reliance Jio Dehli Akramak Contest CSL Winner Month of Oct-20.

Core Competencies:

- Excellent in handling Secondary Sales,
- Knowledge and comfortable to work using applications and software packages of windows like XP MS- Excel, Word, PowerPoint, internet and other official application, software etc.
- Ability to analyze, prepare & present information.
- Able to do various other duties as needed.
- Customer Service assurance.
- More Relation in Corporate Office.
- More Relation with Retailer in Market.

Personal Information:

Name	Girish Verma
Father's Name	Shri Shyam Bihari
Date Of Birth	17 Aug, 1993
Languages Known	Hindi and English
Sex	Male
Marital Status:	Single
Strengths	Self-Motivated, Positive Altitude, Cooperative, Friendly Nature
Permanent Address	H No.4695, Colony Gopal Nagar, Kosi kalan, Teh- Chhata District – Mathura (U.P) PIN-281403

Declaration:

I hereby confirm that the information furnished above is correct to the best of my knowledge and assure you that If appointed I will do my best to rise to the expectations of my superiors.

Date:
Place: Delhi

Girish Verma